Agenda

1. OMV at a glance

2. OMV Strategy 2025 & Achievements 2018

3. Back up
OMV produces and markets oil & gas, innovative energy and high-end petrochemical solutions – in a responsible way.
Who is OMV?

**UPSTREAM**

*Upstream* involves exploring and producing oil and gas in five core regions

- Production: 427 kboe/d
- Proven reserves: 1.27 bn boe

**DOWNSTREAM OIL**

*Downstream Oil* includes the refining of crude oil, the distribution of our wide range of products including petrochemicals to commercial customers, as well as the filling station business

- 3 refineries with refining capacity of 17.8 mn t

**DOWNSTREAM GAS**

*Downstream Gas* covers the transportation, storage and distribution of gas

- Natural gas sales volume: 114 TWh

*2018 figures*
Our value chain

Upstream
Onshore and offshore exploration and production

Downstream Oil
Supply → Refining → Storage → Transportation and distribution → Petrochemicals → Industry

Downstream Gas
Pipeline → Storage → Pipeline

Domestic
Filling stations and services
Industry
Gas-fired power plants
Industry
OMV worldwide/Upstream

- **Central Eastern Europe**
  - Austria
  - Bulgaria
  - Kazakhstan
  - Romania

- **Russia**

- **North Sea**
  - Norway

- **Middle East and Africa**
  - Kurdistan
  - Libya
  - Madagascar
  - Pakistan 1
  - Tunisia
  - United Arab Emirates
  - Yemen

- **Asia – Pacific**
  - Australia
  - Malaysia 2
  - New Zealand

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*OMV Upstream Annual production per country 2018 in mm boe*

1 The upstream business in Pakistan was divested on June 28, 2018.
2 On January 31, 2019 OMV acquired a 50% interest in SapuraOMV Upstream Sdn. Bhd. In addition to the Malaysian footprint, SapuraOMV Upstream has exploration assets in New Zealand, Australia and Mexico.

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*OMV Aktiengesellschaft, July 2019*
OMV worldwide/Downstream

- **Downstream Oil & Gas market**
  - Austria
  - Germany
  - Hungary
  - Romania
  - Slovenia

- **Downstream Oil market**
  - Bulgaria
  - Czech Republic
  - Moldova
  - Serbia
  - Slovakia

- **Downstream Gas market**
  - Netherlands
  - Turkey

1 OMV divested the Samsun power plant in Turkey on September 6, 2018
### Key figures 2018

**OMV KPIs**

**2018**

<table>
<thead>
<tr>
<th>Category</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group Sales</td>
<td>EUR 22,930 mn</td>
</tr>
<tr>
<td>Clean CCS Operating Result</td>
<td>EUR 3,646 mn</td>
</tr>
<tr>
<td>Market Capitalization</td>
<td>EUR 12.50 bn</td>
</tr>
<tr>
<td>Cash Flow (from operating activities)</td>
<td>EUR 4,396 mn</td>
</tr>
<tr>
<td>Oil &amp; Gas Production</td>
<td>427 kboe/d</td>
</tr>
<tr>
<td>Proven Reserves</td>
<td>1.27 bn boe</td>
</tr>
<tr>
<td>Annual Refining Capacity (Austria, Germany, Romania)</td>
<td>17.8 mn t</td>
</tr>
<tr>
<td>Natural Gas Sales Volume</td>
<td>114 TWh</td>
</tr>
<tr>
<td>Employees</td>
<td>20,231</td>
</tr>
</tbody>
</table>

**Clean CCS Operating Result**

2018

~55% **Upstream**

~5% **Downstream Gas**

~20% **Downstream Fuels**

~20% **Downstream Petrochemicals**

3,646 mn EUR
What makes OMV distinctive?

- Balanced upstream and downstream portfolio ensures financial resilience
- Geographically focused and low-cost Upstream assets
- Well positioned for long-term growth in cost-effective and hydrocarbon-rich areas thanks to strong partnerships
- Strong cash flow generation opens up attractive investment opportunities along the entire value chain
- Continuously striving for efficient and slim structures
OMV Aktiengesellschaft, July 2019

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Leverage on proven concept of integration

Significantly internationalize Upstream and Downstream

Build strong gas market presence in Europe

Drive operating result
Our growth in Upstream

- >100% Reserve Replacement Rate\(^1\)
- >2.0 Mrd 1P Reserves
- <8.0 Production cost

<table>
<thead>
<tr>
<th>Year</th>
<th>Production volumes, kboe/d</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>427</td>
</tr>
<tr>
<td>2020</td>
<td>500</td>
</tr>
<tr>
<td>2025</td>
<td>600</td>
</tr>
</tbody>
</table>

\(^1\) 3 years average
OMV Upstream at a glance: Focus on five core regions

Central Eastern Europe (CEE)  
North Sea  
Middle East and Africa (MEA)  
Russia  
Asia-Pacific  
Growth

OMV Upstream regions
Upstream Strategy achievements 2018 – developed Asia Pacific into core region

- **Expanded footprint in New Zealand**
  by increasing stake in existing producing assets
  - Increase interest in producing fields: Pohokura (48%) and Maui (90%)
  - Exploration and development projects: Great South basin exploration block (82.93% total OMV share)

- **Partnered with Sapura’s upstream business in Malaysia** –
  Platform for further regional growth, capitalizing on growing Asian markets and increasing LNG demand
  - Acquired 50% interest in Sapura’s Upstream business, an independent Malaysian oil and gas company
Upstream Strategy achievements 2018 – entered into attractive fields in Abu Dhabi

- **20% stake in two producing oil fields** Umm Lulu and SARB with reserves of 450 mn boe and long-term plateau
- **5% interest in the Ghasha concession** comprising three major gas and condensate development projects as well as other offshore oil, gas and condensate fields
- Delivering high quality oil production growth
- Maximizing value from substantial gas and condensate resources
Digitalization drives value in Upstream

- **Project examples**
  - Drilling cockpit for real-time collaboration
  - Latest 3D visualization technology for analysis and interpretation of geological data
  - Use of artificial intelligence and cloud solutions to process seismic data

- **Future ambitions**
  - Quicker project evaluation to make better decisions
  - Digital access to knowledge, tools and experts worldwide
  - Quicker development of innovation through brainstorming through knowledge networks
Our growth in Downstream Oil

Leading refiner and petrochemical producer

- Shift to higher value products
- Further increase captive sales volumes

- Export successful European business model internationally towards growing markets
- Increase petrochemical and refining capacity
Downstream Strategy achievement – acquisition of 15% interest in ADNOC Refining and a to-be established joint venture

- **ADNOC Refining**
  - 15.0% OMV’s share

- **Trading JV**
  - 15.0% OMV’s share

- Operating the fourth largest refinery in the world
- Increase in OMV refining and petchem capacity by 40% and 10%
- Managing an integrated margin via Trading JV
Our growth in Downstream Oil

- Leading integrated supplier from North West to South East Europe
- Monetize increasing equity supply
- Double sales revenues and increase overall margins
- High strategic importance of Nord Stream 2 pipeline for Europe’s security of gas supply

>80% gas to be imported by 2030

380 bcm imports required
Downstream Gas at a glance

Where does the gas come from?

- **148 TWh**
  - **8** Purchases from Norway
  - **8** Austria
  - **18** Norway
  - **45** Romania

Where do we sell the gas?  

- **114 TWh**
  - **9** Turkey
  - **39** Romania

- **66 TWh** Europe

1. 44 TWh internal use
2. Excluding Romania
At OMV, sustainability means creating **long-term value** for our customers and shareholders by being **innovative** and an **employer of choice**.

We conduct our business in a **responsible way**, **respecting the environment** and **adding value to the societies** in which we operate.
Getting ready for a sustainable economy

Focus Areas

- Health, Safety, Security and Environment
- Carbon Efficiency
- Innovation
- Employees
- Business Principles and Social Responsibility

Future mobility

- Gas
- Hydrogen
- Electric

Alternative feedstocks & circular economy

- ReOil®
- Biofuels: Co-Processing

15 binding Sustainability targets in key areas

EUR 500 mn for innovative energy solutions by 2025

2025 targets

- Reduce carbon intensity of operations by 19%

1 Compared to baseline 2010

For further information please visit: https://www.omv.com/en/sustainability-reporting-and-performance
ReOil® – Transformation of plastic waste into crude oil

Conversion of used plastics (PE, PP, PS) into synthetic crude oil, further processed in Schwechat refinery

Process is patented internationally (e.g. Europe, USA, Russia, China)

Pilot plant commissioned in Q3 2018
800 t p.a. capacity

Demonstration plant with a feedstock capacity of up to 20,000 t per year

OMV aims to develop ReOil into a profitable, industrial-scale process with a capacity of around 200,000 t per year

100 kg plastics ➡ 100 liters of crude
Our Performance 2025

Higher-quality Upstream portfolio
- 600 kboe/d by 2025
- Five core regions

Internationalization of refinery business and expansion of petrochemical activities
- Nearly double refining capacity
- Strengthen petrochemical position

Strong gas market presence from North West to South East Europe
- Double sales volumes
- Increase market share in Germany to 10% by 2025

Balanced, integrated portfolio
Positive free cash flow after dividends
OMV Executive Board

Members of the Executive Board:

- **Rainer Seele**
  Chairman of the Executive Board and Chief Executive Officer
  Chief Marketing Officer as of July 2019
  Initial appointment: July 2015; End of current period: June 2020

- **Reinhard Florey**
  Chief Financial Officer
  Initial appointment: July 2016; End of current period: June 2021

- **Johann Pleininger**
  Deputy Chairman of the Executive Board
  Executive Board Member Upstream and Chief Upstream Operations Officer
  Initial appointment: September 2015; End of current period: August 2020

- **Thomas Gangl**
  Executive Board Member for Refining & Petrochemical Operations and Chief Downstream Operations Officer
  Initial appointment: July 2019; End of current period: June 2022
OMV: Over 60 years of tradition and innovation

1956 Foundation of ÖMV
1960 Opening of the Schwechat Refinery
1985 Start to internationalize Upstream business
1986 Completion of the first gas supply contracts with Gazprom
1987 Start privatization
1994 IPIC acquires stake in ÖMV
1995 ÖMV becomes OMV
1997 Acquisition of 24.99% stake in Yuzhno Russkoye
1998 Acquisition of the first gas supply contracts with Gazprom
1999 Acquisition of a 50% stake in Joint Venture Sapura - OMV Upstream Sdn.Bhd.
2004 Purchase of 51% stake in Petrom
2017 Acquisition of 24.99% stake in Yuzhno Russkoye
2017 Acquisition of 51% stake in Petrom
2018 Acquisition of Shell Upstream Business New Zealand
2018 Acquisition of 24.99% stake in Yuzhno Russkoye
2019 Acquisition of Shell Upstream Business New Zealand
OMV awarded a 20% stake in two offshore oil fields in Abu Dhabi: SARB and Umm Lulu.
Diversified international shareholder base

**Shareholder structure**

- Institutional investors: 28.1%
- Unidentified free float: 7.2%
- MPPH/Abu Dhabi: 7.7%
- Treasury shares: 0.4%
- Employee share programs: 0.2%
- Retail Ownership / Brokerage and Trading Accounts: 31.5%

**Geographical distribution of institutional investors**

- United States: 32%
- United Kingdom: 21%
- France: 11%
- Norway: 8%
- Austria: 5%
- Rest of Europe: 18%
- Rest of World: 8%

**Notes:**

1. As of end of December 2018
2. With effect as of February 20, 2019, Österreichische Bundes- und Industriebeteiligungen GmbH was transformed into a joint-stock company and renamed as Österreichische Beteiligungs AG.
Share price performance

OMV share price performance
2014 – 2019

OMV Aktiengesellschaft, July 2019
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The energy for a better life.